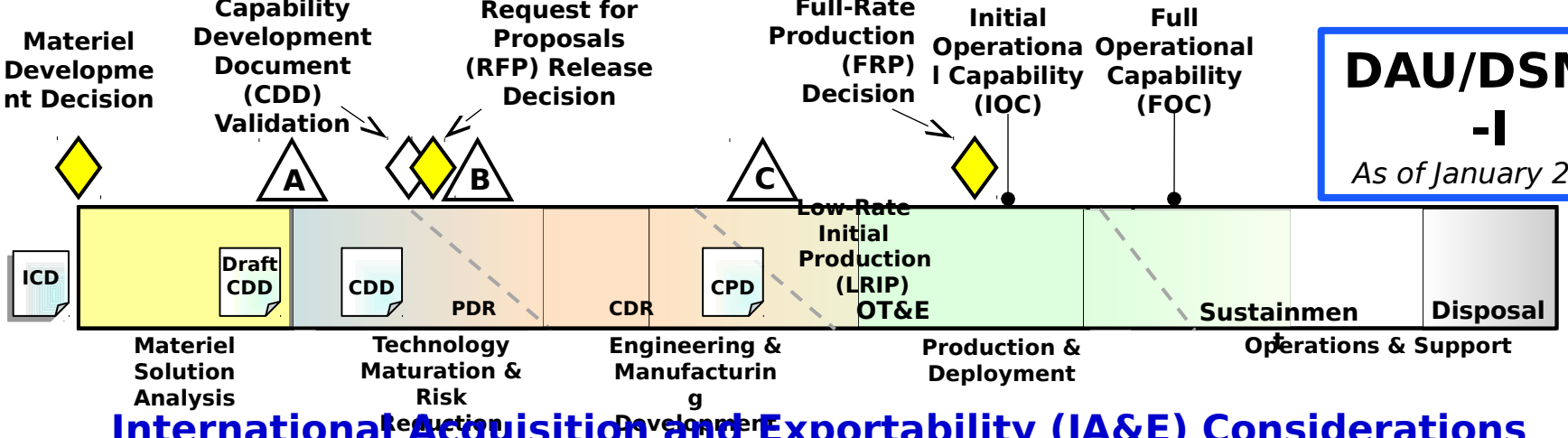

DAU/DSMC -I

As of January 2015

International Acquisition and Exportability (IA&E) Considerations

International Cooperative Programs	⟷	Technology Security & Foreign Disclosure	⟷	Defense Exportability Integration	⟷	Sales and Transfers

IA&E Activities

•Cooperative opportunity analysis •Requirements harmonization •IA&E assessment •Information exchange	•Cooperative R&D •Cooperative prototypes •TSFD coordination •DEF/Exportability feasibility studies	•Cooperative EMD •Cooperative T&E •TSFD approvals •DEF/Exportable designs/prototypes	•Cooperative production •Defense sales •Coproduction •Hybrid programs •Exportable version production	•Cooperative logistics •Security Assistance logistics •Disposal •Exportable version depot & spares

Documentation and Programs

•Acquisition Strategy •Draft CDD •Initial PPP •RDT&E IEP	•RDT&E MOU •Program-specific MOU •Comprehensive PPP •TRR •ICR&D program •CWP	•Program-specific MOU •FCT program •PPP & TRR implementation •DDL issuance •PSI issuance	•Program-specific MOU •FMS LOAs •DCS export authorizations •PPP & TRR updates •DDL updates •PSI updates	•Program-specific MOU •ACSAs •FMS LOAs •DCS follow-on support exports •EDA program

Acquisition and Cross-Servicing Arrangement (ACSA)
Coalition Warfare Program (CWP)
Delegation of Disclosure Letter (DDL)
Direct Commercial Sales (DCS)
Excess Defense Articles (EDA)
Foreign Comparative Testing (FCT)
Foreign Military Sales (FMS)
Defense Exportability Features (DEF)
Information Exchange Program (IEP)
International Cooperative R&D (ICR&D)
Letter of Offer and Acceptance (LOA)
Memorandum of Understanding (MOU)
Program Protection Plan (PPP)
Program Security Instruction (PSI)
Technology Release Roadmap (TRR)